

Berlin Airport Authority
City of Berlin, NH

April 29, 2021

Re: engineer of record, Berlin Airport

Dear friends

I am writing as a lifelong citizen of Berlin to express my opinion in the above referenced matter. While I understand the need to comply with the FAA's requirements and I applaud your efforts to assure the most prudent use of our resources AND avoid any semblance of misuse, I think there are other significant concepts that must weigh heavily in your deliberations.

My first point is that Jay Poulin has personally donated many hours of his time, as well as staff time, to a variety of projects in Berlin, including the Nansen Ski Jump, the AVH Walk of Life and other notable projects. The value of his contributions is considerable and must surely be well into the 6 figures.

In addition to contributing engineering time, Jay Poulin sits on several local boards and continues to contribute his time and energy to the wellbeing of this community.

Jay is a continuation of a legacy of civic consciousness established by other members of his family.

Another significant point to consider is that any monies spent on engineering with HEB will bounce around this community many times in the form of property taxes, groceries, fuel, and personal expenses of all sorts. Any monies spent on other contenders will leave this community immediately... When I worked for the Community Development Dept. a lifetime ago, we wrote a local bid preference percentage into our bid packages and requests for services. I do not remember the exact percentage, but it gave local firms an advantage and recognized the benefit of keeping money local.

In closing, I will say that loyalty, recognition, and appreciation are noble concepts and are synonymous with favoritism. It's just a difference of context. We are the kind of community that recognizes civic responsibility and outstanding leadership. We are grateful to those who work tirelessly for our greater benefit. We support our own. I hope you will keep these principles in mind in your deliberations.

Respectfully

Claude Pigeon